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Travel Daily

First with the news

Thursday 23rd October 2014

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AFTA announces new NTIA venue

THE 2015 National Travel Industry Awards will be held at Sydney's newest event venue, the Dockside Pavilion Darling Harbour (**TD** breaking news).

The floating centre has been established during the construction of Sydney's new International Convention Centre, and once again Qantas continues its support as the major sponsor of the NTIA.

AFTA ceo Jayson Westbury also foreshadowed a number of changes to the evening as well as additional award categories, with further details to be revealed in the coming weeks.

"AFTA places the NTIA as one of our most important activities in a business travel calendar, and as NTIA grows and becomes more valuable to the industry every year we see the importance of a strong and appropriate awards program," he said.

Aussie agents optimistic

AUSTRALIAN travel agents are "more confident than ever about the future," according to the latest industry survey released this morning by former QF and JTG exec Simon Bernardi.

The 2014 Australian Travel Agent Barometer polled hundreds of consultants and owner managers, covering all states and all major buying groups.

The survey revealed a number of significant trends, including a strong push by respondents to developing an online strategy - despite a perceived lack of support from buying groups.

Wholesalers are becoming less relevant, with agents increasingly using OTAs instead, as well as dealing directly with Destination Management Companies.

Almost 80% of consultants have used an OTA such as GTA, Travel Cube, Expedia TAAP, Orbitz, Excite and ReadyRooms for bookings.

The turmoil in the industry also

appears to be settling down, with 80% of owner managers surveyed saying they have no intention of switching buying groups.

Buying groups were seen as supportive in terms of overrides and commissions, but not when it came to generating leads.

There was a strong endorsement of AFTA's advocacy efforts on behalf of the industry, while almost 70% of respondents have already implemented the ATAS accreditation scheme.

Other issues covered in the report include competitive threats, insurance options, consultant remuneration models and key supplier partnerships.

For more information or to buy a copy of the full report see australiantravelagentbarometer.com.

Scotney leaves Hoot

MANDY Scotney, formerly executive general manager of Hoot Holidays, has returned to the recruitment sector as Group CEO of RWR Group.

The company incorporates Retailworld Resourcing and Hospoworld, a specialist recruitment operation providing staff to the hospitality, travel and tourism industries in Australia, NZ and the UK.

More industry appointments on **page 6** of today's **Travel Daily**.

Eight pages of news!

Travel Daily today has eight pages of news, including a photo page for **MTA** and full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment



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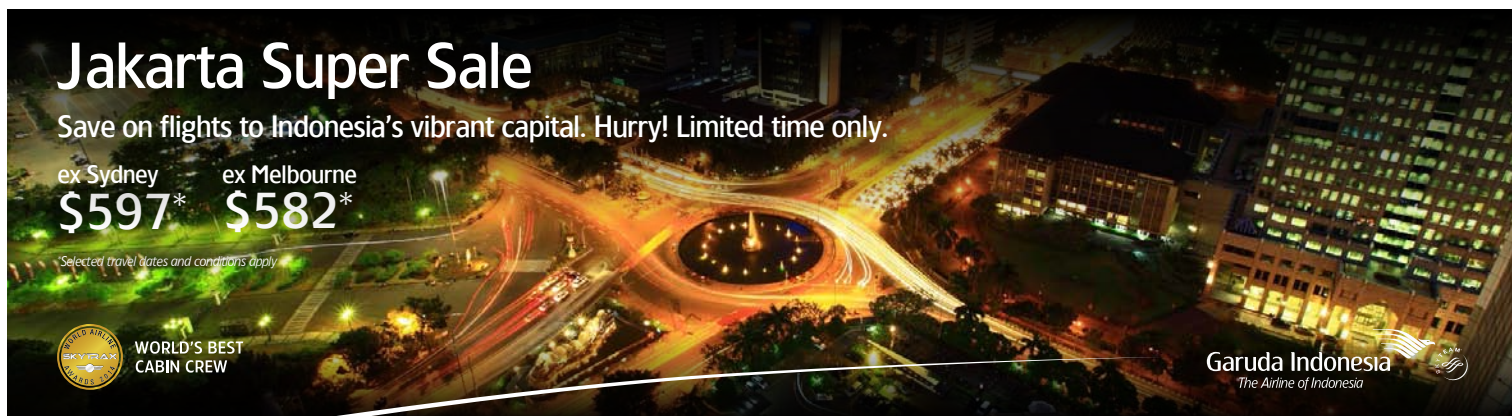
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Quest, Ascott seal big deal

SINGAPORE based The Ascott Limited has signalled a significant focus on the Australian market, with the purchase of a 20% stake in Quest Serviced Apartments for \$28.8m (**TD** breaking news).

Ascott currently operates five properties with about 670 units in Australia, while Quest has around 150 complexes in Australia, NZ and Fiji plus several more in train.

The Quest-Ascott partnership will also see an offshoot of the Singapore firm purchase three Quest properties in Sydney for \$83m, with these to continue under the Quest brand.

Ascott ceo Lee Chee Koon said "through our strategic partnership with Quest, we can leverage each other's knowledge and contacts in Australia to

rapidly extend our presence in the growing market for international quality serviced apartments".

Ascott expects to invest up to \$500m to acquire new Quest properties in Australia in the next five years, with Quest chairman Paul Constantinou saying this will help accelerate growth to 250 properties by 2020.

Quest ceo Zed Sanjana told **TD** in Melbourne the investment would enable the company to fast-forward expansion in NSW, WA & Qld capital & metro cities.

QF offering Vienna

QANTAS and Emirates have expanded their joint network, with the addition of the Austrian capital Vienna as a new QF codeshare destination.

The move is effective from this Sun 26 Oct, and means that Qantas customers can now book one-stop journeys from Australia to Vienna via Dubai.

EK currently operates 13 weekly flights between Dubai and Vienna, boosting this to double daily effective 04 Nov.

Show earlybird deal

EARLYBIRD rates for next year's Travel Industry Exhibition are available for participants wanting to book space before the end of the month.

For more information on the earlybird offer expiring 31 Oct, call Preeti Prakash on 02 9556 8854.



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Juba	AUD 1500*	AUD 5600*

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Jetstar better for QF pax

QANTAS has announced a new "enhanced inflight experience" for its customers travelling beyond QF gateways on international services operated by Jetstar and Jetstar Asia.

Under the new policy, passengers ticketed as part of a Qantas through fare on JQ, 3K or VF international connecting sectors will be offered a voucher towards the purchase of inflight meals and beverages.

The value of the voucher is A\$10 on Jetstar international A320 flights on either QF or JQ flight numbers; while on A330 or B787 flights an inflight meal, headset and amenity kit is provided.

For Jetstar Asia A320 flights on either QF, 3K or VF flight numbers a credit of SG\$10 is available, apart from Penang and Kuala Lumpur where the value is SG\$5.

Customers who are eligible for the inflight voucher will have either 'VS10' or 'V05' printed

on their boarding pass, and can select items from the inflight menu when service commences.

Qantas has freesale codeshare on all Jetstar operated flights, and for international services the relationship includes full bag connectivity and through passenger check-in.

Customers may also be eligible for lounge access and Qantas points as part of their QF ticket which includes Jetstar sectors.

QR A380 to Bangkok

QATAR Airways has announced its third A380 destination, with superjumbo flights between Doha and Bangkok set to debut 05 Jan.

Featuring a first class cabin, the A380 will operate on one of Qatar Airways' four daily services between the cities.

QR is currently flying the A380 to London and is also set to launch Paris services shortly.

VA to fly ASP-DRW

VIRGIN Australia this morning announced new direct services between Darwin and Alice Springs, with the route to commence effective Mar 2015.

The debut will coincide with the opening of a new Virgin Australia Lounge in Darwin, and VA will operate Boeing 737 aircraft three times a week between the cities.

"We recognise the importance of the Northern Territory as a key business and tourism destination in Australia and look forward to increasing competition on these key routes to the benefit of customers from early next year," said VA ceo John Borghetti.

Hilton's 50th in China

HILTON Worldwide has announced the opening of Hilton Changzhou, its 50th opening in Greater China.

The hotel has 299 guest rooms and is close to China Dinosaur Park and Yangcheng Safari Park.



Window Seat

AIR New Zealand is set for yet another social media triumph, with the release this morning of its latest inflight safety video.

Available now for viewing on YouTube and the **Travel Daily** website, it's dubbed "The Most Epic Safety Video Ever Made," and has been launched ahead of the release of the final film in the "Hobbit" trilogy.

Featuring an array of elves, wizards and other creatures, the video naturally also showcases NZ's stunning scenery - neatly complemented by a not-so-attractive Orc wearing an oxygen mask - **CLICK HERE.**



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Velocity deal finalised

VIRGIN Australia has confirmed the completion of the sale of a stake in its Velocity Frequent Flyer program, with Affinity Equity Partners now a 35% shareholder.

CEO Neil Thompson said the move "will allow us to accelerate our strategy to become a world class loyalty business".

ACCC ticketing move

TICKETEK and Ticketmaster have changed their systems in response to the Australian Competition and Consumer Commission's ongoing probe into "drip pricing" which has also ensnared Jetstar and Virgin Australia (**TD** 19 Jun).

The ACCC said it had identified instances where the companies failed to state minimum total prices including unavoidable fees.

The ticketing firms will now include payment processing, service/delivery and handling fees at earlier stages in the online booking process so consumers have more clarity on pricing.

Bothfeet to Apostles

VICTORIAN walking operator Bothfeet has been rebranded as Twelve Apostles Lodge Walk, with the move aiming to more accurately describe the firm's popular 56km walk along Vic's south western coastline.

Launched in 2005, there are now 88 departures each year over the nine-month season with participants spending three nights at the company's purpose-built eco-lodge at Johanna Beach.

Priced at \$1,995, the trips include a scenic helicopter flight over the Twelve Apostles as well as return Melbourne transfers, daily gourmet meals and no single supplement - 1300 767 416.

AA to codeshare on Jetstar Japan flights

AMERICAN Airlines is expanding its access to domestic destinations within Japan, signing a new codeshare agreement with Jetstar Japan (**TD** 03 Oct).

Effective 26 Oct, the AA code will be placed on Jetstar Japan flights from Tokyo Narita to Fukuoka, Matsuyama, Okinawa, Osaka and Sapporo.

The move complements AA's existing long haul flights into Narita from Dallas Fort Worth, Chicago and Los Angeles.

ANTO showcases Austria's finest



THESE agents got their fill of wine and gourmet fare at the Loisium Wine & Spa Resort yesterday as the Austrian National Tourist Office Austria. Destination Summit (ADS) kicked on to Vienna overnight.

Agents were treated to an interactive tour of the resort's labyrinth of cellars and learned how to sip fine vino from local wine makers.

Speaking with **TD** after the tour, ANTO Australia director Astrid Mulholland-Licht said the ADS had been a "huge success" thanks to the high calibre of suppliers who pledged their support.

She also applauded Emirates for its support, with the airline again signing on as a major partner for the summit this year.

Describing it as an "ideal fit"

for the upscale event, she made special mention of Emirates' "high end luxury offering".

"They [Emirates] represent a quality product with attractive pricing that aligns with our strategy in Australia, and we enjoy a good working relationship," she said.

Participants will tomorrow embark on a cultural journey of Vienna's baroque buildings and have the chance to drop some cash at the iconic Naschmarkt in the heart of the city.

DL expands in LAX

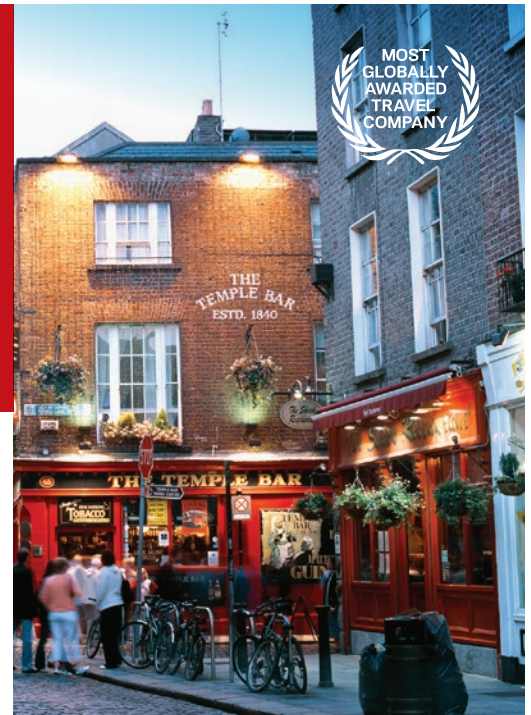
DELTA Air Lines will add two new 737 routes from Los Angeles effective early next year, with services to Guadalajara in Mexico and Phoenix, Arizona.

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SCENIC Tours took this group of lucky Australian travel consultants to Canada earlier this month, where they experienced a week long east coast trip travelling from Toronto to Quebec city.

Highlights for the 23 participants included the 346m ascent to the observation deck of Toronto's CN tower, before heading south to Niagara Falls.

In Ottawa as well as a guided city tour they enjoyed a Scenic Enrich experience at Parc Omega,

viewing native wildlife in their natural habitat including red deer, beavers and bears.

In Montreal a special treat was sampling traditional Quebecois fare at a local sugar shack.

The group is **pictured** at Ottawa's Parliament Hill and from left comprised: Cameron Snow, helloworld (HW) Tuncurry; Elaine Williamson, Jetaway Travel; Michelle Watts, Esplanade Travel; Joanna Kucy, Scenic Tours; Kathy King, HWT Kincumber; Jennifer Dwyer, TravelManagers; Belinda Bodman, Weston Travel & Cruise; Kimberley Bentley, HW Currambine; Jodie Pellegrino, HW Wangaratta; Lynne Pulsford, Maranoa Travel; Beryl White, itravel Taree; Robert Cameron, Panorama Cruise & Travel; Isobel Stuart, Destination HQ Beaumaris; Nahdia Rahder, HW Toowoomba; Erin Mullen, Escape Travel Toronto; Mary Balmain, Twofold Travel; Mary Gannon, HW Jannali; Alicia Castle, HW Gladstone; Naomi Alexander, HW Penrith; Jan (Claire) Fisher, Runaway Bay Cruise & Travel; Jane Thistlewaite, HW Bankstown; Alison Kearney, House of Travel Howick; Bianca Zurzolo, Travel Key Leederville; Kimberlee Stoll, HW Morwell and Melissa Sperrer, Scenic Tours.

NZ advocates events

TOURISM New Zealand has launched a new "Business Events Advocates" program, to foster ongoing relationships with NZ industry leaders to help attract conventions and conferences from various sectors.

More details in tomorrow's issue of **BEN** - subscribe free at www.businesseventsnews.com.au

GPT combines cruise with coach

IF YOU can't beat 'em, join 'em.

That's what New Zealand touring specialist Grand Pacific Tours must be thinking, as it launches a "ground-breaking" new brochure in partnership with Celebrity Cruises.

The 2015 GPT program includes three tour options "which combine both cruise superliner and luxury coach styles of travel, offering travellers the complete New Zealand experience".

The trips include the 19-day *NZ Southern Explorer & Cruise*, the 23-day *Best of NZ by Cruise & Luxury Coach* and the 29-day *New Zealand & Australia by Luxury Coach & Cruise*.

GPT md Peter Harding said the offering revolutionises NZ tourism.

"Not only can travellers enjoy the sophisticated *Celebrity Solstice*...but also see the country's iconic attractions and stunning scenery not included on the cruise," he said.

Prices start from \$5,094ppts and earlybird bookings before 05 Nov will receive US\$400 onboard credit and a touring jacket - more info 1800 622 768.

More cruise news in today's **Cruise Weekly** - sign up free at www.cruiseweekly.com.au.

Transatlantic Wow

ICELAND-BASED Wow Air is set to debut North American flights, opening reservations for services from Reykjavik to both Boston and Baltimore/Washington kicking off respectively in Mar and Jun 2015.



MOVEMBER will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**.

If you are game, **register at au.movember.com** (add your company name after your name and choose to join the **Amadeus IT Pacific team**) by the end of October.

Email your before and after pics and progress updates to mocomp@traveldaily.com.au and we will showcase them on **Facebook** and in **Travel Daily**.

Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

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Starwood extends F1

STARWOOD Preferred Guest has announced a two year extension of its partnership with the Mercedes AMG Petronas Formula One racing team.

The pact kicked off in 2012 and enables SPG to offer its members unique access to exclusive Grand Prix experiences such as meet-and-greets in destinations such as Spain, Monaco, Brazil, Singapore, Abu Dhabi and more.

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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Barry Robinson has been named as **Wyndham Hotel Group's** President and Managing Director for South East Asia and Pacific Rim. He takes the role effective 01 Jan as a promotion from his current role as the organisation's Managing Director South Pacific.

Pier One Sydney Harbour has a new operations team including **Harry Singh** as Director of Operations, **Brendan Hamson** as Business Development Manager and **Emmie Sarangaya** as Business Development Manager - Corporate. **Chris James** is Pier One's Business Development Sales Manager MICE; **Feroza Saleem-Martin** is Conference & Catering Manager and **Tanmay Joshi** is Conference & Events Operations Manager.

Singapore's **Park Hotel Group** has named **Anne Tan** as Group Sales Director, while **Tejveer Singh Bedi** is now Group Revenue Director.

David Goldstein has been appointed as the new President and Chief Executive Officer of the **Canadian Tourism Commission**.

Webjet has announced the appointment of **Nigel Horne** as CEO Elect for its new European acquisition SunHotels. He joins SunHotels from B2B online wholesaler GTA where he was Senior Vice President Global Sales and Marketing. SunHotels founder **Kenneth Karlsson** will remain as MD of the business until Jun when he will become the firm's Chairman.

Norris Carter has been named as the new General Manager Aeronautical Commercial for **Auckland Airport**. He joins the airport from Qantas where he most recently led strategy, network planning and revenue management for the carrier's international operations.

Destination NSW has appointed **Michelle Rowe** as Director of Editorial and Content. She was formerly Editor of the Travel & Indulgence section of *The Weekend Australian*.

Flight Centre has revamped its marketing team, with **Keith Stanley** promoted to the new role of Head of Customer Experience. **Darren Wright** has returned from Scoot to Flight Centre as Head of Brand and Marketing while **Brian Crisp**, formerly News Corporation's *Escape* travel editor is in the role of Editor-in-Chief of FC's content team including travel blog and website content, social media and PR. **Luke Wheatley** is heading up the newly formed Creative Studio; **Jeremy Medina** joins from the casino industry as CRM & Loyalty Manager; **Tiffany Apatu** has been internally promoted to Head of Digital Experience and **Kuber Narula** has been promoted to the new role of Product Analytics Manager.

Brett Lemish, formerly of Scenic Tours, has been appointed as operations manager for **Antipodeans Abroad**.

Mark Kammerer has been named as President, International Marketing and Sales for **Holland America Line** and **Seabourn**. The appointment gives him responsibility for the companies' sales offices in Australia as well as the UK and the Netherlands.

Rachel White, who some years ago held the role of PR manager for The Travel Corporation, is now Country Communications Manager for **IKEA**.

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Thursday 23rd Oct 2014



MAY next year will see the doors fly open at Expo2015, with over 140 countries confirmed to participate in the show, which is this time themed "Feeding the Planet, Energy for Life".

Two of the event's major sponsors are Etihad Airways and Alitalia, with the newly formed partnership now seeing a unique Expo Milano 2015 livery on two of the carriers' A330-200 aircraft.

Milan will play host to the event, running from 01 May to 31 Oct next year and is expected to welcome more than 20 million visitors from all corners of the globe over the six month period, of which more than a third are tipped to arrive to Milan by air.

Both carriers will increase services to and from Milan during the Expo, as well as launching a range of special fares, packages and business initiatives including digital campaigns and offers for

AS San Diego-Kona

ALASKA Airlines has announced new non-stop flights between San Diego and Kona on the Big Island of Hawaii.

The three times weekly services will debut 05 Mar 2015.

Indochina sales strong

TRAVEL Indochina has reported double-digit growth on its Small Group Journeys to both Sri Lanka and Bhutan, saying public interest in visiting both nations is strong.

A particular standout for the company has been Japan, with Small Group Journey sales up an astonishing 318% year-on-year.

The company says recent price cuts & departures themed around festivals has increased value and led to a sales resurgence.

FIT sales to Sri Lanka, Japan and India are also performing strongly.

frequent flyer member bases.

The central theme for Expo2015 is to promote nutrition and the planet's natural resources and fostering sustainable food and water for the world's population.

Participants from around the world will showcase dialogue, ideas and innovations on a daily basis through shows, events, conferences and meetings.

Pictured above unveiling the design and flanked by EY and AZ crew are Hasan Al Hammadi, Etihad Airways; Pietro Modiano, SEA Milano; Roberto Colaninno, Alitalia; James Hogan, Etihad Airways; Gabriele Del Torchio, Alitalia and Abdul Qader Hussein Ahmed, Etihad Airways.

Win tickets to RUPERT

Every day this week, *Travel Daily* is giving readers the chance to win a double pass to see David Williamson's RUPERT at the Theatre Royal in Sydney.

RUPERT is an unconventional, revue-style exposition of the life and times of Keith Rupert Murdoch - the most powerful media magnate in modern history. Watch as Rupert tap dances his way to the top. But what happens when the man behind the news becomes the news?

For your chance to win, simply be the first person to email the correct answer to the question below to:

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Does Rupert Murdoch own Fairfax or NewsLocal?

MTA's biggest conference in history a hit

COMPLETE with an impressive line-up of keynote speakers, interactive professional development sessions, a 'Hear from your peers' session and a major 'Streets of Melbourne' supplier event held at the MCG, the 2014 MTA 'Imagine-Believe-Achieve' national conference has gone down as the biggest event in the company's 14-year history.

Guest speakers at the Park Hyatt Melbourne-based event included ATAS general manager Gary O'Riordan and Virtuoso managing director Australia, New Zealand and Asia, Michael Londregan while

MTA Ambassador Jessica Watson OAM was on hand to mingle with the members and present the awards at the glittering, Hollywood Glamour-themed 'Gala Awards Dinner' function which brought the event to its amazing climax.

Hailing the event as a major success and one to be very proud of, MTA co-managing directors Roy and Karen Merricks said choosing Melbourne's prestigious Park Hyatt for the venue for this year's national conference, truly reflected the "very ethos" on which MTA was founded 14 years ago – "and that is, pure class".



ABOVE: MTA co-managing director, Roy Merricks officially welcomed delegates to the 'Imagine-Believe-Achieve' national conference, held at the Park Hyatt Melbourne earlier this month.



LEFT: Was that really Kylie? MTA should be so lucky. Whoever it was certainly put on a fantastic 'Kylie Minogue' tribute show at the MTA conference 'Gala Awards Dinner' function.

RIGHT: And the winner is... Virtuoso md Australia, NZ and Asia Michael Londregan and MTA brand ambassador Jessica Watson OAM announcing the MTA Awards.



ABOVE: From left to right, MTA Members Carine Griffiths, Teresa Mills, Belinda Manning, Caroline Ferguson, Kim Newton and Jo Oldfield who comprised the 'Hear from your peers' panel during a conference session.

RIGHT: MTA co-managing directors Roy and Karen Merricks with 'Imagine-Believe-Achieve' national conference presenters (on left) Pitcher Partners managing partner, Nigel Fischer; (second from left) Life Strategist Shannah Kennedy & (far right) Virtuoso managing director Australia, NZ and Asia, Michael Londregan.



ABOVE: Seeing the world from a P&O Cruise viewpoint, MTA ceo Don Beattie (second from left) and several of the MTA Members with P&O Cruises' Kylie Clancy at the 'Streets of Melbourne' supplier event.



ABOVE: ATAS gm Gary O'Riordan and MTA co-md Roy Merricks at the 'Streets of Melbourne' supplier event, the warm-up event for the 2014 MTA 'Imagine-Believe-Achieve' national conference.

BELOW: Virgin Australia Regional Industry Sales Manager Queensland Neil Robertson addressing the MTA Members attending the MTA national conference.



ABOVE: The 'MTA Spirit Award 2014' went to Teresa Mills at the Etihad Airways/ Virgin Australia sponsored 'Gala Awards Dinner' function.

BELOW: Etihad Airways' national acct mgr Nathan Burke briefs MTA's Amanda Erwin and Sue Barton on 'The Residence'.



Decade of decline for Qantas

QANTAS' share in the int'l flight market has almost halved in the last decade in favour of rival and partner carriers, new government figures released yesterday reveal.

QF still holds the lion's share of the market at 16.4%, but that's down more than 14 percentage points since 2003/04.

Increasing competition has come from now-partner Emirates, which have seen its slice of the market up 5.3 points to 9.5%, while Virgin Australia and Singapore Airlines each hold 7.7%

The report from the Bureau of Infrastructure, Transport and Regional Economics covered the financial year 2013-14, during which 54 airlines flew scheduled

services to and from Australia.

Overall, the share held by Aussie based carriers also fell from 33.6% a decade ago to 29.9% now.

Passenger traffic rose 6.8% over the year to 32.37 million, up from just over 30m in the 2012-13 year, with increases recorded in each of the last ten years.

Available seats in the market climbed alongside demand, with a total of 43.7 million seats - up 8.1% year-on-year - sending average loads down slightly from 77.3% in 2012-13 to 76.4 today.

Adelaide and Sunshine Coast airports saw the greatest climb in foreign traffic thanks to services from AirAsia X, Air New Zealand and others starting or resuming.

Avani opens in Africa

MINOR Hotel Group has expanded its Avani Hotels & Resorts brand to Africa, opening the 185-key Avani Pemba Beach Hotel & Spa in Mozambique.

Grand Slam for Accor Singapore



VISITING for the WTA Finals event in Singapore last weekend, global tennis superstar Serena Williams was a guest of honour at a special event for Accor's Le Club Accorhotels Loyalty Program.

Held at the Sofitel So Singapore, Williams shared her love for all things French (Accor is French) and joined with the property's French culinary designer to help whip up an apple tart Normand

from the restaurant's menu.

Members also got to know the World No 1 a little better as she shared details about her life on the global tennis circuit and her love of all things gastronomy.

The tennis champ Williams is **pictured** above second from left with Javier Cedillo-Espin, Accor; Dimple Aswani, Royal Group; Michael Parsons, Accor and Gaynor Reid, Accor.



Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of Avalon Waterways.

The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Champagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month **TD** will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 24th Oct to:
avalonwaterways@traveldaily.com.au

Avalon offers many 'themed' river cruises in France including Art & Impressionist, Culinary, Jazz, and Wine Appreciation.

In 25 words or less tell us which you would recommend for your clients and why.

Hint: see pages 26 & 27 of the 2015 Avalon Waterways River Cruises brochure



Biofuel plant in China

UP TO 500 million gallons (1.9 billion litres) of aviation biofuel recycled from waste cooking oils could be made by a new plant opened in China by Boeing & the Commercial Aircraft Corp of China, the two companies said overnight.

Known also as "gutter oil", the plant will utilise technology developed by a Hangzhou-based engineering firm which cleans contaminants from waste oil and converts up to 650 litres per day.

Currently a demonstration plant, the goal is to evaluate the technical feasibility and cost of developing higher quantities for wider use, the companies added.

The biofuels have already been tested on some commercial flights and is tipped to reduce carbon emissions by up to 80%.

Runway push at MCY

SUNSHINE Coast Destination Ltd has reignited the push for a new runway at Maroochydore Airport, affirming its support for increased visitation to the region.

A new strip of 2,450 metres is proposed for the airport, with public submissions on the plan being accepted until 13 Nov.

SCDL ceo Simon Ambrose said tourism will be a key driver for growth for the Sunshine Coast.

"Expansion of the airport's capacity and facilities will have the potential to grow tourism significantly and, along with that, create more than 2200 jobs."

Ambrose added that with the right amount of development in infrastructure, the Sunshine Coast could grow arrivals from 900,000 to two million annually by 2030.

Travel Daily is Australia's leading travel industry publication.

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PASSIONATE ABOUT SAILING CRUISE OPERATIONS MANAGER SYDNEY – EXEC SALARY PACKAGE

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentation? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

ONSITE CORPORATE LEADERSHIP CORPORATE TEAM LEADERS x 2 SYD – EXEC SALARY PACKAGE \$80K + BONUS

Corporate Travel is booming and we are in need of experienced leaders. You will need proven leadership skills and have exceptional knowledge of corporate travel. We have opportunities in Global, National and an onsite role where you will be working directly for the client. All offer superb career advancement and great salaries with bonuses. Interviews have commenced so please ring for a confidential chat or send through your CV.

AWARD WINNING TMC CORPORATE TEAM LEADER PERTH (CITY CENTRE) - SALARY PACKAGE TO \$80K

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

RARE OPERATIONS ROLE SENIOR OPERATIONS MANAGER SYD – EXEC SALARY PACKAGE \$100K ++

These roles are far and few between these days. You will be required to lead and develop your team of leaders, managers and supervisor to exceed service levels within this call centre environment. We are looking for someone who has worked in a true call centre environment leading a large team. You will need to be organised with strong problem solving skills and project management skills. Executive travel package is on offer, interviews commencing now.

A FINANCE ROLE WORTH LOOKING AT FINANCE MANGER AUS & NZ SYDNEY - SALARY PACKAGE \$100K ++

If you work in Finance this is a role worth applying for. Having been in operation for more than 50 years, a well-known tourism organisation throughout the World, we are searching for a skilled senior finance executive to manage this company's finance operation throughout Australia and NZ. You will have people management skills and at least 5 years in a senior role. Great salary and benefits, send your CV and detailed cover letter to AA today.

YOUR HUNTING SKILLS WILL WORK HERE CORPORATE BDM – SME

SYDNEY/MEL/PERTH SALARY PACKAGE \$80K + Bonuses
Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

HIGH BASE SALARY PLUS BONUSES ON OFFER HERE KEY ACCOUNT/SALES MANAGER SYDNEY – \$100K ++

You'll be joining a global organisation delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable.

THE LEADERS IN CORPORATE TRAVEL BUSINESS DEVELOPMENT EXECUTIVE PERTH – SALARY POTENTIAL \$60K - \$80K+

Continuously seeing growth in their corporate travel arm, this global travel company is seeking motivated business development managers to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company that can offer ongoing career advancement and progression.

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Our Brisbane office is now open, pop in to meet one of our consultants today!
300 Queen St. (07) 3023 5023

Cruise Travel Consultant

Brisbane, OTE \$60K, Ref: 1352AW1

Are you a cruise specialist looking for a change? We have an exciting role for you! Our client is an award winning business experiencing growth. Located in heart of Brisbane CBD they sell cruise around the world, airfares and land product. Bring your GDS knowledge, cruise selling experience, impeccable sales skills and enthusiasm to this role. My client will reward your hard work with lucrative commission and invite you to attend high end educational trips and cruises. Send your resume now!

For more information please call Anna on
(07) 3023 5023 or click [APPLY](#) now.

Travel Sales Manager

New South Wales, \$50K + Bonus, Ref: 1373MB1

A leading European Travel Wholesaler is looking for a Sales Manager to promote their products across the NSW travel market. This role is perfect if you have Inside Sales experience or if you are an experienced Travel Consultant looking for your next career move out on the road. Predominantly on the road you will Account Manage existing clients while also target new business. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

For further information please call Marissa
on (02) 9113 7272 or click [APPLY](#) now.

Retail Travel Consultant

Melbourne, \$40-45k, Ref: 1381KF1

Want to work for a successful travel agency and become an invaluable part of their team. Do you have solid all-round leisure travel experience and want to bring this to an established, well-respected travel agency that you can develop a career with? Then this is the travel agency opportunity you have been looking for. Offering a loyal repeat clientele and less walk-ins, a competitive base salary and a long term career opportunity, this role will not last long and is interviewing ASAP.

For more information please call Kate
on (02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Adelaide, \$DOE, Ref: 1130LB2

Rare opportunity for an experienced travel consultant looking to expand on their knowledge and grow their career! Are you growing tired of general consulting and enquiry and now looking to specialise in something different? Liaising with clients and suppliers to co-ordinate group air travel, accommodation and ground transport services for high profile clients, this role requires someone with a high attention to detail, speed and accuracy. Sabre experience is advantageous for this position.

For more information please call Lauren
on (02) 9113 7272 or click [APPLY](#) now.

Senior Travel Consultant

South Brisbane \$Uncapped Earnings, Ref: 1172HB1

Working on the Southside of Brisbane you will have the opportunity to work in one of two high volume stores. As a part of a industry leading brand you will bring your proven sales ability, plus your skill to create high yielding and complex bookings. Not only will you see the commission rolling in but you will also be rewarded with a great life balance and working environment! If you have solid experience as a Travel Agent and are hungry for sales, apply now! This role won't last long!

For more information please call Helen
on (07) 3023 5027 or click [APPLY](#) now.

Travel Consultant

Central Coast Sydney, \$DOE + Super, REF: 1382SZ1

Exciting new position available for an experienced Travel Consultant to work closer to home in the Central Coast. Our client is seeking a customer focused superstar with a strong emphasis on providing the best service possible! You will be working Mon - Fri in an office based environment with a awesome team of consultants selling niche products! You must have an interest in health and fitness too and don't mind the opportunity to travel overseas to attend events held by the company!

For further information please call Serena on
(02) 9113 7272 or click [APPLY](#) now.

Travel Sales Representative

Melbourne, \$Fantastic, Ref: 1375MD1

This is THE sought after role in the travel industry! This leading European wholesaler is looking for candidates with sound Inside Sales experience within the travel industry & a proven sales record and has demonstrated experience in working with Travel Agents to expand sales within Victoria. Being an autonomous role we need self-starters and sales driven people. If you have solid experience as a Travel Agent Sales representative or sales manager then apply now. This role will not last long.

For more information please call Megan on
(02) 9113 7272 or click [APPLY](#) now.

Hotel Business Development Executive

Perth, \$55K, Ref:1372LB1

Do you have a sound understanding of account management and corporate sales within the tourism industry? If you have corporate experience and a proven sales record, then this leading hotel group are looking for you! Currently recruiting for a Business Development Manager to assist with their ongoing expansion across the market, only those with previous experience within the hotel or travel industry will be considered. Amazing opportunity for a motivated corporate consultant looking to step up!

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



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